

## Message Text

UNCLASSIFIED

PAGE 01 BRUSSE 07552 071852Z

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W

-----090365 080150Z /65

R 071841Z JUL 77

FM AMEMBASSY BRUSSELS

TO USDOC WASHDC

INFO SECSTATE WASHDC 0726

UNCLAS BRUSSELS 07552

E.O. 11652 N/A

TAGS: BDIS, BE

SUBJECT: COMMERCIAL PROGRAMS: TRADE COMPLAINT: PAUWELS  
INTERNATIONAL

1. PAUWELS INTERNATIONAL, WHICH GROUPS SEVERAL COMPANIES INCLUDING PAUWELS FULTON AND PAUWELS TRAFO, IS AN IMPORTANT MANUFACTURER OF TRANSFORMERS FROM 1500 KVA TO 4200 KVA. THE COMPANY IMPORTS FROM THE UNITED STATES ABOUT 200 LIGHTNING ARRESTERS ANNUALLY (15 KV TO 75 KV) WHICH FOLLOW U.S. SPECIFIC STANDARDS.

2. THE COMPANY'S SUPPLIER, OHIO BRASS CO. OF MANSFIELD, OHIO IS PAUWELS INTERNATIONAL'S SOURCE OF LIGHTNING ARRESTERS AND APPARENTLY IS THE ONLY SUPPLIER IN THE UNITED STATES FOR THESE ITEMS (WHICH FOLLOW U.S. STANDARDS).

3. PAUWELS INTERNATIONAL IS CONCERNED OVER THE DELAY IN SUPPLY OF LIGHTNING ARRESTERS WHICH TAKE ABOUT 3 MONTHS FOR DELIVERY. PAUWELS BELIEVES THAT SUCH A DELAY PUTS THEM AT A COMPETITIVE DISADVANTAGE AND ASKS IF DELIVERY TIME COULD NOT BE SHORTENED.

4. THE EMBASSY BELIEVES THAT THIS IS RATHER MORE A PROBLEM OF COMMUNICATION THAN SIMPLY ONE OF SHIPPING TIMES AND SUGGESTS THAT OHIO BRASS ATTEMPTS TO ASSURE THE  
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BELGIAN FIRM THAT IT IS DOING THE BEST IT CAN, GIVEN MANUFACTURING SCHEDULES AND SHIPPING TIME.

FOR ACTION - COMMERCE IS REQUESTED TO PASS THE ABOVE ON TO OHIO BRASS FOR REPLY DIRECTLY TO:

MR. PIERRE TOTE, SALES ASSISTANT  
PAUWELS INTERNATIONAL

ANTWERPSESTEENWEG 167  
B-2800 MECHELEN, BELGIUM  
TEL: (015)21.79.34; TELEX: 22529

CHAMBERS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Enclosure:** n/a  
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**Errors:** N/A  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009